Wide Area Information Servers™

Publishing Systems and Services

Brewster Kahle,
President
Wide Area Information Servers, Inc

Internet Applications

- **Games**
- **EDI**
- **Shopping and Commerce**
- **Raw transport (X.25 replacement)** ·
- **Publishing**

Network Publishing
Benefits vs. CD ROM

- Continuous updates
- No 600 meg size limits
- Interact with other distributed services
- No pre–consumption cost of printing and distributing
- Publisher keeps usage statistics

3

Network Publishing
Benefits vs. Traditional Online Services

- One service has access to multiple markets
    - AOL, Delphi Internet gateways
    - LAN distribution
    - Cable systems
    - International markets
- Publisher sets their own terms
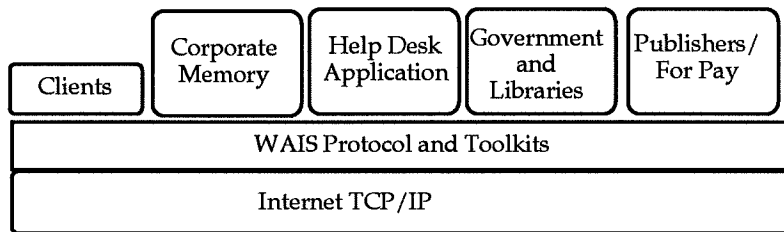- Publisher gets greater % of revenue

4

WAIS Inc:
Network Publishing

- Founded June 1992 from 1990 Consortium of Apple / Thinking Machines / DowJones / KPMG
- Technology: 2 Founders from Supercomputing
- Internet: Experience in Building an Internet System
- Publishing: 2 Founders from Publishing

WAIS Inc Markets and Partners
- Large Corporations
  - Fujitsu, Intel
  - Perot Systems, Mitre
- Publishers
  - Dow Jones, Encyclopedia Britannica, Scholastic Inc, WestLAW
  - Sun Microsystems, Novell
- Government
  - NASA, Defense, Intelligence, GPO
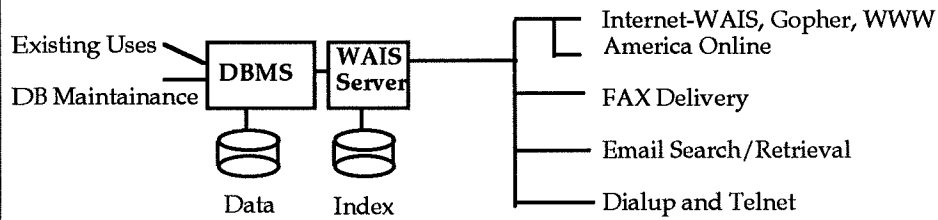- Libraries
  - Library of Congress, Rice University

WAIS Inc. Position

- WAIS Inc. Brings:
  - Application Protocols
  - Database Server Technology
  - Wide Area Network Expertise
- Work with Industry Partners

Clients	Corporate Memory	Help Desk Application	Government and Libraries	Publishers/ For Pay

WAIS Protocol and Toolkits

Internet TCP/IP

Some WAIS Systems

Defense Technical Information Center WAIS System

Existing Uses

DB Maintainance

DBMS

WAIS Server

Data   Index

Internet-WAIS, Gopher, WWW
America Online

FAX Delivery

Email Search/Retrieval
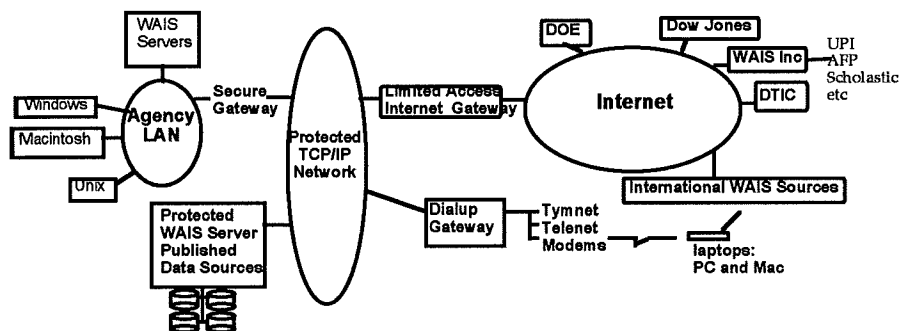
Dialup and Telnet

- **Project Just Starting (due within 1 year)**
- **Increased access to Databases and Documents**

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9

US Intelligence Agencies Open Source WAIS System

WAIS Servers

Windows

Macintosh

Unix

Agency LAN

Secure Gateway

Protected TCP/IP Network

Protected WAIS Server Published Data Sources

Limited Access Internet Gateway

Dialup Gateway

DOE

Dow Jones

Internet

WAIS Inc

DTIC

UPI
AFP
Scholastic
etc

International WAIS Sources

Tymnet
Telenet
Modems

laptops:
PC and Mac

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10

Perot Systems WAIS System
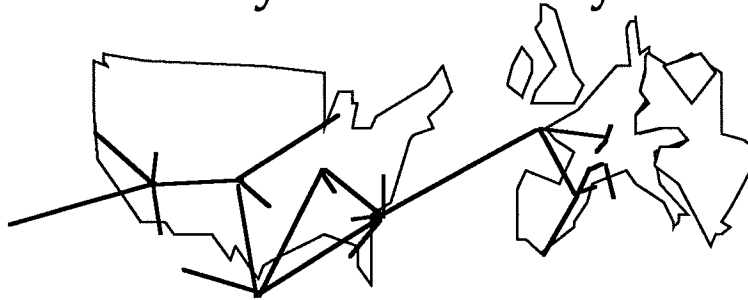
- Corporate Information
  - Resumes, Company Policies, Presentations, Contracts, Proposals, Phone book
- Published Info
  - CDROM's, Internet resources

Demo...

Our Challenge...

Doing Business on the 'Net

- Distribution to Customers and Partners
  - Technical Information
  - Marketing Literature
  - Free Sample Software
  - Live Demonstrations
  - Usage Statistics

Network Resources

- People
    - International reach
    - Expertise already demonstrated
- Product Development
    - Parallel development activities
- Marketing
    - Identification of target customers

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15

How does the network change a company?

- Geographically dispersed
- Partners you've never seen
- License enforcement over global geographies
- Role of open standards and systems
- Bill collection, taxation

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16